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1986/1987

Business Starts Record

*A comparative statistical analysis
of geographic and industry trends in
business starts in the United States.*

Required Reading

Dun & Bradstreet's statistical series on business starts was revised in 1985. In the new series, a new entry to D&B's commercial credit information database is also defined as a business start for the current year if it reports a birth date within the last 36 months. Entry to the D&B file generally coincides with the point at which a business begins to actively compete in the marketplace. Under the previous starts series, businesses were defined as starts only if they entered the D&B file in the same year as their reported birth date. The new series provides a significantly more accurate picture of the level of entrepreneurial activity. Data prior to 1985 are not comparable with the current series. Many of the tables in this report are available on a monthly and quarterly basis.

Definitions

Dun & Bradstreet's business starts series consists of newly opened active establishments. It does not include changes in ownership of previously operating businesses or changes in the business name, location, legal type or mergers. All industries in the U.S. are represented in Dun & Bradstreet's business starts coverage.

Thirteen-Week Moving Average

The thirteen-week moving average represents the average level of starts for a period of approximately one quarter ending with the current week. The average presents a better measure of the trend in new business activity by eliminating the volatility often associated with monthly or weekly comparisons of data.

Every year thousands of firms are started and many either fail or discontinue, while others transfer ownership or control. Each business day, over 35,000 changes are made to the Dun & Bradstreet database of over 9 million businesses at the National Business Information Center. New businesses are added and closed businesses are deleted, names altered, and financial information revised. This is all evidence of the dynamic change and turnover constantly taking place in the business population.

The Business Starts Record

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Summary Analysis

The *Dun & Bradstreet Business Starts Record* provides the most comprehensive information currently available on U.S. entrepreneurial activity. This statistical series provides data on new businesses by industry and region. It also includes information on the number of workers employed by new companies.

While business starts declined 7.7 percent in 1987, entrepreneurial activity remained relatively strong, but not as robust as it had been in the four-year period following the start of the recovery in late 1982.

In 1987, starts decreased in every region and major industry sector in the nation. Certain regions and industries, however, fared better than others. The agricultural sector recorded only a 2.1 percent decrease in starts and a 1.0 percent increase in workers hired. The number of workers employed by new firms in the nation as a whole decreased by 6.9 percent. Manufacturing starts decreased by 5.3 percent, but, like agriculture, also showed an increase in workers employed, up 1.2 percent. The agricultural and manufacturing sectors will be the industries to watch in 1988, as the weaker U.S. dollar continues to promote gains in export markets.

From a geographic perspective, the Mountain and Pacific states recorded the smallest declines in starts, down 3.5 and 1.2 percent, respectively. The modest decrease in the Mountain states was primarily due to the region's 20.6 percent increase in agricultural starts, while the slight decrease in the Pacific states was largely due to the 2.5 percent increase in California starts. The sustained stress in the petroleum industry resulted in continued weakness in entrepreneurial activity in most of the oil-producing states.

Dun and Bradstreet monitors the number of business starts on a weekly basis and publishes starts data in a regular series of weekly, monthly and quarterly reports. These reports represent one of the few statistical resources that track economic developments on a regional and industrial basis throughout the nation.

In addition to its statistics on business starts, Dun & Bradstreet has maintained a statistical series on business failures since the 1920s. These data also are published weekly, monthly and quarterly, and are useful for evaluating economic trends at both the national and local levels.

U.S. Business Starts

U.S. Business Starts by Industry Sector

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
Agriculture, forestry & fishing	3,818	9,637	3,736	9,731	-2.1%	1.0%
Mining	1,739	11,888	1,540	11,622	-11.4%	-2.2%
Construction	33,079	110,120	31,246	102,290	-5.5%	-7.1%
Manufacturing	20,309	172,086	19,236	174,203	-5.3%	1.2%
Transportation and public utilities	8,496	57,103	8,060	53,694	-5.1%	-6.0%
Wholesale trade	26,749	120,478	24,136	110,196	-9.8%	-8.5%
Retail trade	72,509	364,206	65,381	324,758	-9.8%	-10.8%
Finance, insurance & real estate	17,146	97,880	16,160	86,783	-5.8%	-11.3%
Services	59,424	280,610	54,788	266,109	-7.8%	-5.2%
Unclassifiable establishments	9,823	2,006	9,427	1,547	-4.0%	-22.9%
Total	253,092	1,226,014	233,710	1,140,933	-7.7%	-6.9%

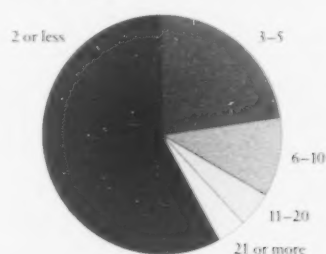
U.S. Business Starts by Region

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
New England	14,083	60,435	13,054	61,286	-7.3%	1.4%
Middle Atlantic	42,055	177,080	39,674	170,540	-5.7%	-3.7%
East North Central	35,562	162,429	32,587	148,152	-8.4%	-8.8%
West North Central	13,820	76,146	13,112	66,643	-5.1%	-12.5%
South Atlantic	47,383	238,750	43,698	223,137	-7.8%	-6.5%
East South Central	12,765	70,875	11,486	60,640	-10.0%	-14.4%
West South Central	31,085	162,424	24,798	144,002	-20.2%	-11.3%
Mountain	16,256	80,085	15,690	73,642	-3.5%	-8.0%
Pacific	40,083	197,790	39,611	192,891	-1.2%	-2.5%
Total	253,092	1,226,014	233,710	1,140,933	-7.7%	-6.9%

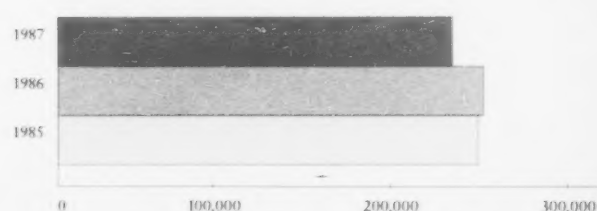
Start Distribution by Employment Size

	1986		1987	
	Firms	Percent	Firms	Percent
Employees				
2 or less	143,260	56.6%	135,010	57.8%
3 to 5	59,546	23.5%	53,230	22.8%
6 to 10	27,876	11.0%	24,902	10.7%
11 to 20	12,328	4.9%	11,204	4.8%
21 or more	10,082	4.0%	9,364	4.0%
Total	253,092	100.0%	233,710	100.0%

1987 Start Distribution by Employment Size



1985-1987 Yearly Business Starts



Business Starts by 50 Largest Cities

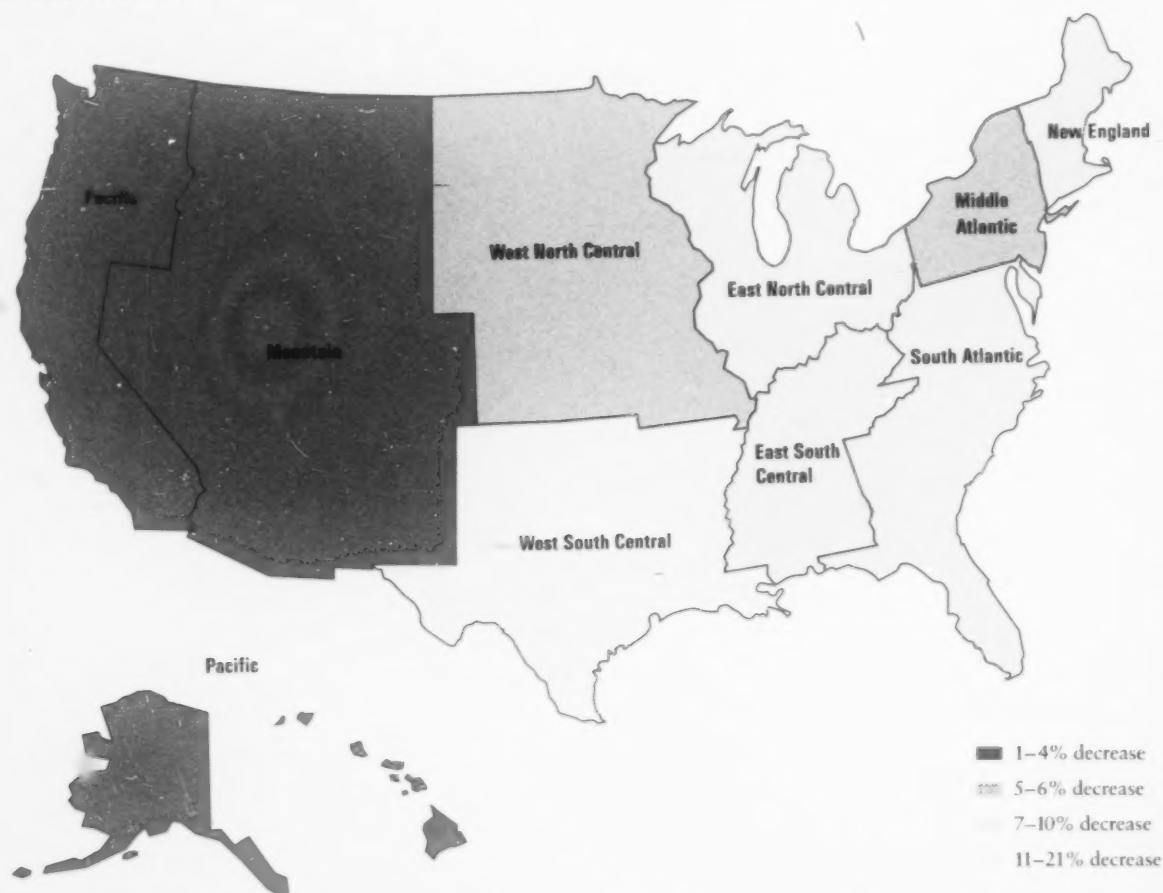
	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
New York, NY	5,471	26,953	4,931	26,713	-9.9%	-0.9%
Chicago, IL	2,833	12,168	2,671	11,670	-5.7%	-4.1%
Los Angeles, CA	2,752	15,568	2,734	17,448	-0.7%	12.1%
Philadelphia, PA	1,395	6,522	1,301	6,126	-6.7%	-6.1%
Houston, TX	3,834	20,149	3,059	19,914	-20.2%	-1.2%
Detroit, MI	697	3,188	568	2,558	-18.5%	-19.8%
Dallas, TX	2,415	15,526	2,107	14,184	-12.8%	-8.6%
San Diego, CA	1,164	7,113	1,154	7,478	-0.9%	5.1%
Phoenix, AZ	1,341	8,211	1,374	6,881	2.5%	-16.2%
Baltimore, MD	1,331	6,634	1,310	6,327	-1.6%	-4.6%
San Antonio, TX	1,406	7,823	1,040	5,247	-26.0%	-32.9%
Indianapolis, IN	779	4,332	790	4,301	1.4%	-0.7%
San Francisco, CA	1,045	5,097	1,181	4,134	13.0%	-18.9%
Memphis, TN	671	4,622	552	3,795	-17.7%	-17.9%
Washington, DC	853	4,251	903	3,798	5.9%	-10.7%
Milwaukee, WI	665	3,546	613	3,585	-7.8%	1.1%
San Jose, CA	715	3,547	780	3,258	9.1%	-8.1%
Cleveland, OH	1,360	5,919	1,223	6,270	-10.1%	5.9%
Columbus, OH	679	3,060	629	3,537	-7.4%	15.6%
Boston, MA	726	3,392	596	4,039	-17.9%	19.1%
New Orleans, LA	509	2,903	459	2,565	-9.8%	-11.6%
Jacksonville, FL	738	4,273	688	4,267	-6.8%	-0.1%
Seattle, WA	1,061	5,436	1,056	4,837	-0.5%	-11.0%
Denver, CO	1,515	8,109	1,391	6,704	-8.2%	-17.3%
Nashville, TN	594	4,437	591	3,721	-0.5%	-16.1%
St. Louis, MO	1,026	6,266	936	5,373	-8.8%	-14.3%
Kansas City, MO	606	3,606	562	3,518	-7.3%	-2.4%
El Paso, TX	435	3,548	416	3,104	-4.4%	-12.5%
Atlanta, GA	1,668	10,994	1,561	8,954	-6.4%	-18.6%
Pittsburgh, PA	830	4,905	911	3,514	9.8%	-28.4%
Oklahoma City, OK	693	4,251	656	5,153	-5.3%	21.2%
Cincinnati, OH	985	4,549	814	4,406	-17.4%	-3.1%
Fort Worth, TX	780	4,499	616	3,925	-21.0%	-12.8%
Minneapolis, MN	1,071	6,839	990	5,808	-7.6%	-15.1%
Portland, OR	837	4,303	674	3,418	-19.5%	-20.6%
Honolulu, HI	594	3,944	573	3,516	-3.5%	-10.9%
Long Beach, CA	339	1,509	322	1,890	-5.0%	25.2%
Tulsa, OK	598	4,237	528	3,815	-11.7%	-10.0%
Buffalo, NY	407	2,259	443	2,454	8.8%	8.6%
Toledo, OH	342	1,756	279	1,356	-18.4%	-22.8%
Miami, FL	2,816	13,701	2,570	12,998	-8.7%	-5.1%
Austin, TX	1,145	5,769	717	4,356	-37.4%	-24.5%
Oakland, CA	313	1,712	326	1,575	4.2%	-8.0%
Albuquerque, NM	597	3,102	593	3,805	-0.7%	22.7%
Tucson, AZ	648	3,834	647	3,089	-0.2%	-19.4%
Newark, NJ	195	1,218	207	1,189	6.2%	-2.4%
Charlotte, NC	532	3,286	488	3,598	-8.3%	9.5%
Omaha, NE	455	3,170	432	2,339	-5.1%	-26.2%
Louisville, KY	712	3,701	618	3,414	-13.2%	-7.8%
Birmingham, AL	546	3,144	581	3,294	6.4%	4.8%
Total 50 Cities	55,719	302,881	51,161	283,218	-8.2%	-6.5%
Balance of country	197,373	923,133	182,549	857,715	-7.5%	-7.1%
Total United States	253,092	1,226,014	233,710	1,140,933	-7.7%	-6.9%

Business Starts by States and Regions

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
New England	14,083	60,435	13,054	61,286	-7.3%	1.4%
Maine	1,011	4,534	997	4,733	-1.4%	4.4%
New Hampshire	1,425	5,249	1,220	5,821	-14.4%	10.9%
Vermont	691	2,546	540	1,918	-21.9%	-24.7%
Massachusetts	6,264	27,375	5,426	28,094	-13.4%	2.6%
Connecticut	3,854	16,757	3,991	16,337	3.6%	-2.5%
Rhode Island	838	3,974	880	4,383	5.0%	10.3%
Middle Atlantic	42,055	177,080	39,674	170,540	-5.7%	-3.7%
New York	21,757	87,660	19,731	86,632	-9.3%	-1.2%
New Jersey	10,417	44,566	9,686	40,687	-7.0%	-8.7%
Pennsylvania	9,881	44,854	10,257	43,221	3.8%	-3.6%
East North Central	35,562	162,429	32,587	148,152	-8.4%	-8.8%
Ohio	8,927	42,515	7,853	36,453	-12.0%	-14.3%
Indiana	4,041	20,424	3,706	17,861	-8.3%	-12.5%
Illinois	10,579	46,394	10,032	45,061	-5.2%	-2.9%
Michigan	8,543	35,115	7,716	32,730	-9.7%	-6.8%
Wisconsin	3,472	17,981	3,280	16,047	-5.5%	-10.8%
West North Central	13,820	76,146	13,112	66,643	-5.1%	-12.5%
Minnesota	3,555	19,287	3,134	16,206	-11.8%	-16.0%
Iowa	1,627	9,155	1,842	9,053	13.2%	-1.1%
Missouri	4,346	24,547	3,893	20,521	-10.4%	-16.4%
North Dakota	450	2,356	429	1,559	-4.7%	-33.8%
South Dakota	464	2,337	477	2,149	2.8%	-8.0%
Nebraska	1,171	6,500	1,139	5,098	-2.7%	-21.6%
Kansas	2,207	11,964	2,198	12,057	-0.4%	0.8%
South Atlantic	47,383	238,750	43,698	223,137	-7.8%	-6.5%
Maryland	5,160	24,313	5,490	22,950	6.4%	-5.6%
Delaware	631	3,322	614	3,027	-2.7%	-8.9%
District of Columbia	853	4,251	903	3,798	5.9%	-10.7%
Virginia	6,051	30,287	5,519	26,763	-8.8%	-11.6%
West Virginia	1,422	8,188	1,197	5,015	-15.8%	-38.8%
North Carolina	5,249	26,802	5,072	26,881	-3.4%	0.3%
South Carolina	2,877	16,878	2,843	18,335	-1.2%	8.6%
Georgia	7,343	39,822	6,972	36,341	-5.1%	-8.7%
Florida	17,797	84,887	15,088	80,027	-15.2%	-5.7%
East South Central	12,765	70,875	11,486	60,640	-10.0%	-14.4%
Kentucky	3,284	17,248	2,876	14,212	-12.4%	-17.6%
Tennessee	4,338	26,327	3,852	21,784	-11.2%	-17.3%
Alabama	3,251	17,008	3,015	16,019	-7.3%	-5.8%
Mississippi	1,892	10,292	1,743	8,625	-7.9%	-16.2%
West South Central	31,085	162,424	24,798	144,002	-20.2%	-11.3%
Arkansas	1,925	11,617	1,732	9,829	-10.0%	-15.4%
Oklahoma	2,971	16,237	2,547	16,329	-14.3%	0.6%
Louisiana	4,164	21,275	3,490	19,687	-16.2%	-7.5%
Texas	22,025	113,295	17,029	98,157	-22.7%	-13.4%

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
Mountain	16,256	80,085	15,690	73,642	-3.5%	-8.0%
Montana	816	3,048	793	3,185	-2.8%	4.5%
Idaho	1,019	4,226	825	3,775	-19.0%	-10.7%
Wyoming	527	1,594	432	1,436	-18.0%	-9.9%
Colorado	5,323	25,081	4,914	23,448	-7.7%	-6.5%
New Mexico	1,413	7,312	1,329	6,500	-5.9%	-11.1%
Arizona	4,311	23,297	4,385	19,797	1.7%	-15.0%
Utah	1,740	8,660	1,849	8,672	6.3%	0.1%
Nevada	1,107	6,867	1,163	6,829	5.1%	-0.6%
Pacific	40,083	197,790	39,611	192,891	-1.2%	-2.5%
Alaska	707	2,794	547	2,316	-22.6%	-17.1%
Hawaii	1,071	6,680	997	6,211	-6.9%	-7.0%
Washington	5,276	22,701	4,873	19,981	-7.6%	-12.0%
Oregon	2,985	13,729	2,385	10,786	-20.1%	-21.4%
California	30,044	151,886	30,809	153,597	2.5%	1.1%
Total United States	253,092	1,226,014	233,710	1,140,933	-7.7%	-6.9%

Business Starts by Region
Percent change 1986 vs. 1987



Business Starts by Industry

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
Agriculture, Forestry & Fishing						
Agricultural production-crops	936	2,437	914	2,439	-2.4%	0.1%
Agricultural production-livestock	495	1,270	448	1,328	-9.5%	4.6%
Agricultural services	2,285	5,505	2,257	5,612	-1.2%	1.9%
Forestry	59	270	55	139	-6.8%	-48.5%
Fishing, hunting & trapping	43	155	62	213	44.2%	37.4%
Total Agriculture, Forestry & Fishing	3,818	9,637	3,736	9,731	-2.1%	1.0%
Mining						
Metal mining	54	671	72	1,196	33.3%	78.2%
Anthracite mining	11	35	13	130	18.2%	271.4%
Bituminous coal & lignite mining	271	3,033	201	2,420	-25.8%	-20.2%
Oil & gas extraction	1,295	6,910	1,169	6,871	-9.7%	-0.6%
Nonmetallic mineral mining, except fuel	108	1,239	85	1,005	-21.3%	-18.9%
Total Mining	1,739	11,888	1,540	11,622	-11.4%	-2.2%
Construction						
General contractors and operative builders	13,039	38,451	12,557	37,755	-3.7%	-1.8%
Construction other than buildings	1,555	10,020	1,330	7,376	-14.5%	-26.4%
Special trade contractors	18,485	61,649	17,359	57,159	-6.1%	-7.3%
Total Construction	33,079	110,120	31,246	102,290	-5.5%	-7.1%
Manufacturing						
Food & kindred products	962	9,073	969	11,632	0.7%	28.2%
Tobacco manufacturers	1	0	5	5	400.0%	-
Textile mill products	583	6,783	558	6,843	-4.3%	0.9%
Apparel & other textile products	1,470	13,622	1,413	15,078	-3.9%	10.7%
Lumber & wood products	1,365	10,936	1,192	10,112	-12.7%	-7.5%
Furniture & fixtures	880	7,763	760	8,170	-13.6%	5.2%
Paper & allied products	283	3,747	294	4,344	3.9%	15.9%
Printing & publishing	3,245	18,748	3,292	17,761	1.4%	-5.3%
Chemicals & allied products	717	6,891	674	6,811	-6.0%	-1.2%
Petroleum refining	111	893	104	1,016	-6.3%	13.8%
Rubber & misc. plastic products	751	9,245	700	8,237	-6.8%	-10.9%
Leather & leather products	145	1,183	138	1,970	-4.8%	66.5%
Stone, clay & glass products	612	5,955	617	5,453	0.8%	-8.4%
Primary metal industries	401	5,394	378	5,169	-5.7%	-4.2%
Fabricated metal products	1,554	14,738	1,449	14,361	-6.8%	-2.6%
Machinery, except electrical	2,839	21,391	2,540	20,888	-10.5%	-2.4%
Electrical & electronic equipment	1,415	13,099	1,280	14,243	-9.5%	8.7%
Transportation equipment	709	6,814	676	8,076	-4.7%	18.5%
Instruments & related products	821	7,183	750	5,887	-8.6%	-18.0%
Misc. manufacturing industries	1,445	8,628	1,447	8,147	0.1%	-5.6%
Total Manufacturing	20,309	172,086	19,236	174,203	-5.3%	1.2%

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
Transportation & Public Utilities						
Railroad transportation	32	279	34	239	6.3%	-14.3%
Local & interurban passenger transportation	546	3,739	577	3,800	5.7%	1.6%
Trucking & warehousing	3,598	22,006	3,358	18,653	-6.7%	-15.2%
U.S. Postal Service	2	5	3	8	0.0%	0.0%
Water transportation	440	2,552	374	2,448	-15.0%	-4.1%
Air transportation	418	2,972	394	2,998	-5.7%	0.9%
Pipelines, except natural gas	7	19	13	57	85.7%	200.0%
Transportation services	2,123	10,256	1,952	9,493	-8.1%	-7.4%
Communication	967	12,432	896	11,826	-7.3%	-4.9%
Electric, gas & sanitary services	363	2,843	459	4,172	26.4%	46.7%
Total Transportation & Public Utilities	8,496	57,103	8,060	53,694	-5.1%	-6.0%
Wholesale Trade						
Durable Goods						
Motor vehicles & automotive equipment	1,679	7,720	1,370	7,463	-18.4%	-3.3%
Furniture & home furnishings	1,168	4,717	1,058	4,102	-9.4%	-13.0%
Lumber & construction materials	1,369	7,670	1,271	6,886	-7.2%	-10.2%
Sporting goods, toys & hobby goods	595	2,073	535	2,271	-10.1%	9.6%
Metals & minerals, except petroleum	592	3,460	503	2,222	-15.0%	-35.8%
Electrical goods	2,183	10,498	1,828	8,971	-16.3%	-14.5%
Hardware, plumbing & heating equipment	996	4,515	876	3,926	-12.0%	-13.0%
Machinery, equipment & supplies	6,637	28,879	6,060	27,604	-8.7%	-4.4%
Miscellaneous durable goods	1,880	7,156	2,129	8,251	13.2%	15.3%
Total Durable Goods	17,099	76,688	15,630	71,696	-8.6%	-6.5%
Nondurable Goods						
Paper & paper products	881	3,270	764	2,723	-13.3%	-16.7%
Drugs, proprietaries & sundries	411	2,416	347	1,599	-15.6%	-33.8%
Apparel, piece goods & notions	1,745	7,017	1,687	8,256	-3.3%	17.7%
Groceries & related products	2,392	11,772	2,243	10,685	-6.2%	-9.2%
Farm-product raw materials	194	961	164	810	-15.5%	-15.7%
Chemicals & allied products	534	2,155	526	2,431	-1.5%	12.8%
Petroleum & petroleum products	405	2,797	323	1,922	-20.2%	-31.3%
Beer, wine & distilled beverages	222	1,800	156	1,218	-29.7%	-32.3%
Miscellaneous nondurable goods	2,866	11,602	2,296	8,856	-19.9%	-23.7%
Total Nondurable Goods	9,650	43,790	8,506	38,500	-11.9%	-12.1%
Total Wholesale Trade	26,749	120,478	24,136	110,196	-9.8%	-8.5%

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
Retail Trade						
Building materials & garden supplies	3,578	13,642	3,212	11,585	-10.2%	-15.1%
General merchandise stores	1,182	4,792	931	4,340	-21.2%	-9.4%
Food stores	7,314	42,091	5,856	37,242	-19.9%	-11.5%
Automotive dealers & service stations	6,154	40,778	5,440	37,144	-11.6%	-8.9%
Apparel & accessory stores	11,880	33,399	11,326	30,652	-4.7%	-8.2%
Furniture & home furnishing stores	7,851	24,643	7,447	22,747	-5.1%	-7.7%
Eating & drinking places	13,460	140,823	12,361	124,622	-8.2%	-11.5%
Miscellaneous Retail Trade						
Drug & proprietary stores	997	4,564	824	3,812	-17.4%	-16.5%
Liquor stores	794	2,579	724	2,105	-8.8%	-18.4%
Used merchandise stores	1,107	2,434	955	1,995	-13.7%	-18.0%
Sporting goods	2,373	6,089	2,262	5,748	-4.7%	-5.6%
Book stores	574	1,592	482	1,261	-16.0%	-20.8%
Stationery stores	605	2,473	496	1,541	-18.0%	-37.7%
Jewelry stores	1,514	4,081	1,328	3,275	-12.3%	-19.8%
Hobby, toy & game shops	594	1,464	617	1,562	3.9%	6.7%
Camera & photographic supply stores	156	449	156	541	0.0%	20.5%
Gift, novelty & souvenir shops	3,596	9,230	3,410	8,555	-5.2%	-7.3%
Luggage & leather goods stores	124	394	100	262	-19.4%	-33.5%
Sewing, needlework & piece goods	582	1,272	503	1,181	-13.6%	-7.5%
Nonstore retailers	1,095	4,579	923	4,288	-15.7%	-6.4%
Fuel & ice dealers	222	927	243	1,218	9.5%	31.4%
Other retail stores	6,757	21,906	5,785	19,082	-14.4%	-12.9%
Total Miscellaneous Retail Trade	21,090	64,038	18,808	56,426	-10.8%	-11.9%
Total Retail Trade	72,509	364,206	65,381	324,758	-9.8%	-10.8%
Finance, Insurance & Real Estate						
Banking	474	11,959	407	7,871	-14.1%	-34.2%
Credit agencies, except banks	1,560	12,588	1,405	11,325	-9.9%	-10.0%
Security, commodity brokers & services	1,176	8,044	1,149	7,245	-2.3%	-9.9%
Insurance carriers	342	4,043	302	4,705	-11.7%	16.4%
Insurance agents, brokers & services	1,327	7,334	1,535	7,930	15.7%	8.1%
Real estate	11,185	44,296	10,459	41,454	-6.5%	-6.4%
Combined real estate, insurance, etc.	27	180	12	60	-55.6%	-66.7%
Holding & other investment offices	1,055	9,436	891	6,193	-15.5%	-34.4%
Total Finance, Insurance & Real Estate	17,146	97,880	16,160	86,783	-5.8%	-11.3%

	1986		1987		% Change	
	Firms	Employees	Firms	Employees	Firms	Employees
Services						
Hotels & other lodging places	1,731	22,873	1,786	20,958	3.2%	-8.4%
Personal Services						
Laundry, cleaning & garment services	2,299	7,585	1,918	6,585	-16.6%	-13.2%
Photographic portrait studio	258	573	224	500	-13.2%	-12.7%
Beauty shops	2,668	8,949	2,340	7,516	-12.3%	-16.0%
Barber shops	178	254	167	358	-6.2%	40.9%
Shoe repair & hat cleaning shops	215	289	146	197	-32.1%	-31.8%
Funeral services & crematories	118	289	107	344	-9.3%	19.0%
Miscellaneous personal services	1,429	5,608	1,244	4,979	-12.9%	-11.2%
Total Personal Services	7,165	23,547	6,146	20,479	-14.2%	-13.0%
Business Services						
Advertising	1,539	7,182	1,417	6,497	-7.9%	-9.5%
Consumer credit reporting & collection	193	1,242	200	1,289	3.6%	3.8%
Mail, reproduction & steno services	1,721	5,956	1,606	5,616	-6.7%	-5.7%
Services to buildings	1,439	8,509	1,326	8,065	-7.9%	-5.2%
News syndicates	12	46	9	1	-25.0%	-97.8%
Personnel supply services	801	6,167	756	6,426	-5.6%	4.2%
Computer & data processing services	3,020	16,764	2,773	15,593	-8.2%	-7.0%
Miscellaneous business services	15,857	64,323	15,614	65,388	-1.5%	1.7%
Total Business Services	24,582	110,189	23,701	108,875	-3.6%	-1.2%
Miscellaneous Services						
Automotive repair, services & garages	5,550	20,250	5,193	19,107	-6.4%	-5.6%
Miscellaneous repair services	4,056	10,849	3,475	9,092	-14.3%	-16.2%
Motion pictures, amusement & recreation services	4,364	21,342	3,434	18,355	-21.3%	-14.0%
Health services	4,656	35,340	4,298	37,290	-7.7%	5.5%
Legal services	1,337	5,706	1,292	5,607	-3.4%	-1.7%
Educational services	636	4,917	567	3,773	-10.8%	-23.3%
Social services	928	7,075	783	6,110	-15.6%	-13.6%
Museums, botanical & zoological gardens	49	275	54	120	10.2%	-56.4%
Membership organizations	1,281	4,648	1,193	3,390	-6.9%	-27.1%
Private households	27	39	26	45	-3.7%	15.4%
Engineering & architectural services	1,860	9,696	1,663	9,008	-10.6%	-7.1%
Noncommercial research organizations	59	307	84	453	42.4%	47.6%
Accounting, auditing & bookkeeping services	982	3,237	921	2,903	-6.2%	-10.3%
Other services	161	320	172	544	6.8%	70.0%
Total Miscellaneous Services	25,946	124,001	23,155	115,797	-10.8%	-6.6%
Total Services	59,424	280,510	54,788	266,109	-7.8%	-5.2%
Total Public Administration	224	1,998	200	1,547	-10.7%	-22.6%
Nonclassifiable establishments	9,599	8	9,227	0	-3.9%	-100.0%
Total United States	253,092	1,226,014	233,710	1,140,933	-7.7%	-6.9%

Business Starts by Industry Sector by State and Region

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
New England Region											
Maine											
1986	19	1	161	74	35	71	377	49	208	16	1,011
1987	19	0	168	70	36	68	344	84	192	16	997
% Change	0.0%	-100.0%	4.3%	-5.4%	2.9%	-4.2%	-8.8%	71.4%	-7.7%	0.0%	-1.4%
New Hampshire											
1986	7	0	273	122	31	127	460	88	259	58	1,425
1987	12	1	215	89	28	105	395	96	250	29	1,220
% Change	71.4%	-	-21.2%	-27.0%	-9.7%	-17.3%	-14.1%	9.1%	-3.5%	-50.0%	-14.4%
Vermont											
1986	13	1	86	71	24	43	236	45	147	25	691
1987	9	0	88	57	14	34	193	27	103	15	540
% Change	-30.8%	-100.0%	2.3%	-19.7%	-41.7%	-20.9%	-18.2%	-40.0%	-29.9%	-40.0%	-21.9%
Massachusetts											
1986	58	0	934	541	162	523	1,783	546	1,476	241	6,264
1987	53	2	846	474	176	469	1,464	495	1,255	192	5,426
% Change	-8.6%	-	-9.4%	-12.4%	8.6%	-10.3%	-17.9%	-9.3%	-15.0%	-20.3%	-13.4%
Connecticut											
1986	53	5	638	324	101	370	966	292	925	180	3,854
1987	65	3	810	282	115	319	973	394	837	193	3,991
% Change	22.6%	-40.0%	27.0%	-13.0%	13.9%	-13.8%	0.7%	34.9%	-9.5%	7.2%	3.6%
Rhode Island											
1986	7	1	82	102	21	92	308	55	140	30	838
1987	4	0	143	127	21	81	262	63	147	32	880
% Change	-42.9%	-100.0%	74.4%	24.5%	0.0%	-12.0%	-14.9%	14.5%	5.0%	6.7%	5.0%
Total New England											
1986	157	8	2,174	1,234	374	1,226	4,130	1,075	3,155	550	14,083
1987	162	6	2,270	1,099	390	1,076	3,631	1,159	2,784	477	13,054
% Change	3.2%	-25.0%	4.4%	-10.9%	4.3%	-12.2%	-12.1%	7.8%	-11.8%	-13.3%	-7.3%

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Middle Atlantic Region											
New York											
1986	205	15	2,563	1,657	662	2,645	6,373	1,639	4,744	1,254	21,757
1987	158	7	2,508	1,565	700	2,281	5,586	1,541	4,220	1,165	19,731
% Change	-22.9%	-53.3%	-2.1%	-5.6%	5.7%	-13.8%	-12.3%	-6.0%	-11.0%	-7.1%	-9.3%
New Jersey											
1986	164	13	1,647	780	441	1,076	2,740	803	2,474	279	10,417
1987	125	9	1,437	671	408	994	2,492	836	2,277	437	9,686
% Change	-23.8%	-30.8%	-12.8%	-14.0%	-7.5%	-7.6%	-9.1%	4.1%	-8.0%	56.6%	-7.0%
Pennsylvania											
1986	143	59	1,481	824	290	871	2,885	608	2,477	243	9,881
1987	172	36	1,808	797	324	901	2,822	703	2,497	197	10,257
% Change	20.3%	-39.0%	22.1%	-3.3%	11.7%	3.4%	-2.2%	15.6%	0.8%	-18.9%	3.8%
Total Middle Atlantic											
1986	512	87	5,691	3,261	1,393	4,592	11,998	3,050	9,695	1,776	42,055
1987	455	52	5,753	3,033	1,432	4,176	10,900	3,080	8,994	1,799	39,674
% Change	-11.1%	-40.2%	1.1%	-7.0%	2.8%	-9.1%	-9.2%	1.0%	-7.2%	1.3%	-5.7%
East North Central Region											
Ohio											
1986	177	65	1,325	830	416	957	2,331	547	2,130	149	8,927
1987	131	41	1,133	794	372	868	2,012	533	1,886	83	7,853
% Change	-26.0%	-36.9%	-14.5%	-4.3%	-10.6%	-9.3%	-13.7%	-2.6%	-11.5%	-44.3%	-12.0%
Indiana											
1986	88	14	515	422	133	363	1,137	192	830	347	4,041
1987	59	10	578	362	135	369	1,008	188	871	126	3,706
% Change	-33.0%	-28.6%	12.2%	-14.2%	1.5%	1.7%	-11.3%	-2.1%	4.9%	-63.7%	-8.3%
Illinois											
1986	91	39	1,131	824	338	1,002	2,830	546	2,611	1,167	10,579
1987	126	34	1,249	727	319	899	2,496	533	2,526	1,123	10,032
% Change	38.5%	-12.8%	10.4%	-11.8%	-5.6%	-10.3%	-11.8%	-2.4%	-3.3%	-3.8%	-5.2%
Michigan											
1986	141	26	1,154	827	273	838	2,370	542	2,153	219	8,543
1987	122	24	1,158	791	279	767	1,945	557	1,999	74	7,716
% Change	-13.5%	-7.7%	0.3%	-4.4%	2.2%	-8.5%	-17.9%	2.8%	-7.2%	-66.2%	-9.7%
Wisconsin											
1986	65	0	477	366	141	355	1,006	187	784	91	3,472
1987	78	2	394	332	141	276	873	152	795	237	3,280
% Change	20.0%	—	-17.4%	-9.3%	0.0%	-22.3%	-13.2%	-18.7%	1.4%	160.4%	-5.5%
Total East North Central											
1986	562	144	4,602	3,269	1,301	3,515	9,674	2,014	8,508	1,973	35,562
1987	516	111	4,512	3,006	1,246	3,179	8,334	1,963	8,077	1,643	32,587
% Change	-8.2%	-22.9%	-2.0%	-8.0%	-4.2%	-9.6%	-13.9%	-2.5%	-5.1%	-16.7%	-8.4%

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Unclassifiable Services establishments	Total
West North Central Region										
Minnesota										
1986	69	6	438	356	156	436	897	248	836	3,555
1987	81	2	431	336	124	362	751	206	667	3,134
% Change	17.4%	-66.7%	-1.6%	-5.6%	-20.5%	-17.0%	-16.3%	-16.9%	-20.2%	54.0% -11.8%
Iowa										
1986	57	1	152	147	50	209	580	67	334	1,627
1987	101	3	185	125	73	155	612	66	390	1,842
% Change	77.2%	200.0%	21.7%	-15.0%	46.0%	-25.8%	5.5%	-1.5%	16.8%	340.0% 13.2%
Missouri										
1986	57	8	617	286	195	405	1,260	348	1,008	4,346
1987	61	7	574	335	141	433	1,086	245	928	3,893
% Change	7.0%	-12.5%	-7.0%	17.1%	-27.7%	6.9%	-13.8%	-29.6%	-7.9%	-48.8% -10.4%
North Dakota										
1986	20	8	54	24	21	53	154	26	85	450
1987	24	10	56	19	20	52	136	17	80	429
% Change	20.0%	25.0%	3.7%	-20.8%	-4.8%	-1.9%	-11.7%	-34.6%	-5.9%	200.0% -4.7%
South Dakota										
1986	26	2	58	32	25	48	167	19	84	464
1987	31	1	53	32	17	44	187	13	91	477
% Change	19.2%	-50.0%	-8.6%	0.0%	-32.0%	-8.3%	12.0%	-31.6%	8.3%	166.7% 2.8%
Nebraska										
1986	45	3	157	65	56	126	382	73	245	1,171
1987	55	1	186	65	45	92	332	60	264	1,139
% Change	22.2%	-66.7%	18.5%	0.0%	-19.6%	-27.0%	-13.1%	-17.8%	7.8%	105.3% -2.7%
Kansas										
1986	49	44	262	173	90	240	641	167	488	2,207
1987	64	50	268	180	85	228	621	138	512	2,198
% Change	30.6%	13.6%	2.3%	4.0%	-5.6%	-5.0%	-3.1%	-17.4%	4.9%	-1.9% -0.4%
Total West North Central										
1986	323	72	1,738	1,083	593	1,517	4,081	948	3,080	13,820
1987	417	74	1,753	1,092	505	1,365	3,725	745	2,932	13,112
% Change	29.1%	2.8%	0.9%	0.8%	-14.8%	-10.0%	-8.7%	-21.4%	-4.8%	30.6% -5.1%

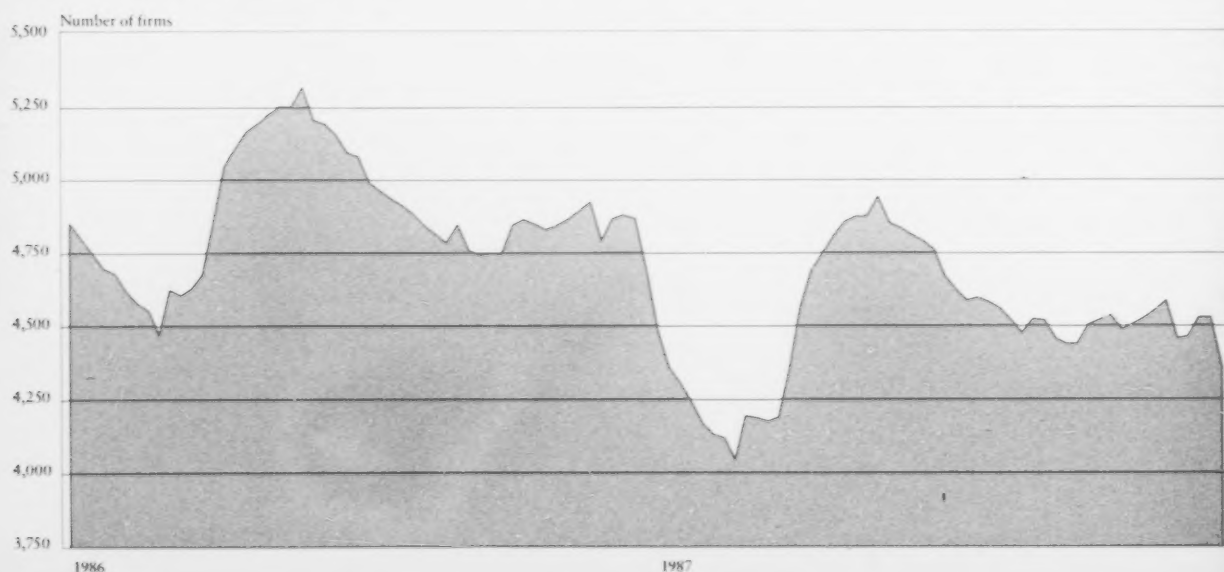
	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Unclassifiable Services establishments	Total
South Atlantic Region										
Maryland										
1986	84	2	1,014	275	163	369	1,285	479	1,225	5,160
1987	81	1	1,248	242	171	358	1,234	530	1,246	5,490
% Change	-3.6%	-50.0%	23.1%	-12.0%	4.9%	-3.0%	-4.0%	10.6%	1.7%	6.4%
Delaware										
1986	4	0	134	34	18	48	166	49	145	631
1987	17	0	149	38	13	38	156	57	122	614
% Change	325.0%	0.0%	11.2%	11.8%	-27.8%	-20.8%	-6.0%	16.3%	-15.9%	-2.7%
District of Columbia										
1986	3	1	55	40	37	45	174	90	367	853
1987	2	0	65	44	25	58	166	115	323	903
% Change	-33.3%	-100.0%	18.2%	10.0%	-32.4%	28.9%	-4.6%	27.8%	-12.0%	5.9%
Virginia										
1986	115	50	1,138	334	228	427	1,663	415	1,506	6,051
1987	100	43	1,136	305	166	367	1,421	393	1,277	5,519
% Change	-13.0%	-14.0%	-0.2%	-8.7%	-27.2%	-14.1%	-14.6%	-5.3%	-15.2%	-8.8%
West Virginia										
1986	19	86	136	79	56	97	528	58	321	1,422
1987	15	91	160	37	33	85	434	53	262	1,197
% Change	-21.1%	5.8%	17.6%	-53.2%	-41.1%	-12.4%	-17.8%	-8.6%	-18.4%	-15.8%
North Carolina										
1986	90	6	838	504	131	522	1,788	285	1,003	5,249
1987	69	2	733	509	126	477	1,758	292	962	5,072
% Change	-23.3%	-66.7%	-12.5%	1.0%	-3.8%	-8.6%	-1.7%	2.5%	-4.1%	-3.4%
South Carolina										
1986	40	2	334	197	77	254	1,099	217	630	2,877
1987	44	5	335	212	96	255	1,035	197	567	2,843
% Change	10.0%	150.0%	0.3%	7.6%	24.7%	0.4%	-5.8%	-9.2%	-10.0%	-1.2%
Georgia										
1986	96	5	991	593	242	791	2,109	479	1,652	7,343
1987	96	8	881	556	233	668	2,069	433	1,591	6,972
% Change	0.0%	60.0%	-11.1%	-6.2%	-3.7%	-15.5%	-1.9%	-9.6%	-3.7%	-5.1%
Florida										
1986	263	29	2,576	1,175	599	2,152	5,039	1,280	3,853	17,797
1987	210	12	2,353	1,113	555	2,079	4,259	1,133	3,236	15,088
% Change	-20.2%	-58.6%	-8.7%	-5.3%	-7.3%	-3.4%	-15.5%	-11.5%	-16.0%	-15.2%
Total South Atlantic										
1986	714	181	7,216	3,231	1,551	4,705	13,851	3,352	10,702	47,383
1987	634	162	7,060	3,056	1,418	4,385	12,532	3,203	9,586	43,698
% Change	-11.2%	-10.5%	-2.2%	-5.4%	-8.6%	-6.8%	-9.5%	-4.4%	-10.4%	-7.8%

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
East South Central Region											
Kentucky											
1986	58	110	424	185	115	288	1,141	145	704	114	3,284
1987	49	92	345	202	108	266	1,004	130	603	77	2,876
% Change	-15.5%	-16.4%	-18.6%	9.2%	-6.1%	-7.6%	-12.0%	-10.3%	-14.3%	-32.5%	-12.4%
Tennessee											
1986	49	24	585	370	151	430	1,435	270	935	89	4,338
1987	47	9	495	326	122	421	1,295	232	802	103	3,852
% Change	-4.1%	-62.5%	-15.4%	-11.9%	-19.2%	-2.1%	-9.8%	-14.1%	-14.2%	15.7%	-11.2%
Alabama											
1986	44	12	401	269	97	295	1,177	174	682	100	3,251
1987	59	8	369	220	79	262	1,105	119	644	150	3,015
% Change	34.1%	-33.3%	-8.0%	-18.2%	-18.6%	-11.2%	-6.1%	-31.6%	-5.6%	50.0%	-7.3%
Mississippi											
1986	38	29	186	140	65	189	789	60	385	11	1,892
1987	50	15	160	127	64	144	732	84	345	22	1,743
% Change	31.6%	-48.3%	-14.0%	-9.3%	-1.5%	-23.8%	-7.2%	40.0%	-10.4%	100.0%	-7.9%
Total East South Central											
1986	189	175	1,596	964	428	1,202	4,542	649	2,706	314	12,765
1987	205	124	1,369	875	373	1,093	4,136	565	2,394	352	11,486
% Change	8.5%	-29.1%	-14.2%	-9.2%	-12.9%	-9.1%	-8.9%	-12.9%	-11.5%	12.1%	-10.0%
West South Central Region											
Arkansas											
1986	33	12	187	143	79	200	780	88	372	31	1,925
1987	40	18	195	149	79	185	665	61	318	22	1,732
% Change	21.2%	50.0%	4.3%	4.2%	0.0%	-7.5%	-14.7%	-30.7%	-14.5%	-29.0%	-10.0%
Oklahoma											
1986	35	177	333	226	111	358	886	194	648	3	2,971
1987	43	191	222	227	103	307	710	151	579	14	2,547
% Change	22.9%	7.9%	-33.3%	0.4%	-7.2%	-14.2%	-19.9%	-22.2%	-10.6%	366.7%	-14.3%
Louisiana											
1986	56	71	484	206	160	437	1,488	251	995	16	4,164
1987	44	85	380	187	127	340	1,240	219	833	35	3,490
% Change	-21.4%	19.7%	-21.5%	-9.2%	-20.6%	-22.2%	-16.7%	-12.7%	-16.3%	118.8%	-16.2%
Texas											
1986	338	535	2,573	1,476	755	2,582	5,953	1,955	5,456	402	22,025
1987	333	484	1,699	1,346	635	2,164	4,476	1,420	4,309	163	17,029
% Change	-1.5%	-9.5%	-34.0%	-8.8%	-15.9%	-16.2%	-24.8%	-27.4%	-21.0%	-59.5%	-22.7%
Total West South Central											
1986	462	795	3,577	2,051	1,105	3,577	9,107	2,488	7,471	452	31,085
1987	460	778	2,496	1,909	944	2,996	7,091	1,851	6,039	234	24,798
% Change	-0.4%	-2.1%	-30.2%	-6.9%	-14.6%	-16.2%	-22.1%	-25.6%	-19.2%	-48.2%	-20.2%

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Unclassifiable Services establishments	Total
Mountain Region										
Montana										
1986	20	12	92	69	34	76	291	34	179	816
1987	32	10	69	61	29	45	333	34	163	793
% Change	60.0%	-16.7%	-25.0%	-11.6%	-14.7%	-40.8%	14.4%	0.0%	-8.9%	-2.8%
Idaho										
1986	22	3	159	72	28	82	326	49	222	1,019
1987	38	3	121	60	38	79	251	32	165	825
% Change	72.7%	0.0%	-23.9%	-16.7%	35.7%	-3.7%	-23.0%	-34.7%	-25.7%	-19.0%
Wyoming										
1986	14	15	71	27	17	41	194	20	118	527
1987	11	11	51	30	10	29	146	22	113	432
% Change	-21.4%	-26.7%	-28.2%	11.1%	-41.2%	-29.3%	-24.7%	10.0%	-4.2%	-18.0%
Colorado										
1986	90	94	765	411	162	492	1,324	412	1,440	5,323
1987	93	77	570	345	168	401	1,313	364	1,418	4,914
% Change	3.3%	-18.1%	-25.5%	-16.1%	3.7%	-18.5%	-0.8%	-11.7%	-1.5%	-7.7%
New Mexico										
1986	22	23	169	81	37	148	456	77	344	1,413
1987	28	16	168	80	33	111	427	69	334	1,329
% Change	27.3%	-30.4%	-0.6%	-1.2%	-10.8%	-25.0%	-6.4%	-10.4%	-2.9%	-5.9%
Arizona										
1986	64	15	619	397	120	381	1,173	348	1,034	4,311
1987	77	13	526	343	150	410	1,111	373	1,101	4,385
% Change	20.3%	-13.3%	-15.0%	11.7%	25.0%	7.6%	-5.3%	7.2%	6.5%	1.7%
Utah										
1986	30	13	243	136	40	174	459	113	448	1,740
1987	34	13	228	178	50	174	493	106	486	1,849
% Change	13.3%	0.0%	-6.2%	30.9%	25.0%	0.0%	7.4%	-6.2%	8.5%	6.3%
Nevada										
1986	10	20	111	88	37	101	383	58	266	1,107
1987	15	19	110	92	31	119	365	72	308	1,163
% Change	50.0%	-5.0%	-0.9%	4.5%	-16.2%	17.8%	-4.7%	24.1%	15.8%	5.1%
Total Mountain										
1986	272	195	2,229	1,191	475	1,495	4,606	1,111	4,051	16,256
1987	328	162	1,843	1,189	509	1,368	4,439	1,072	4,088	15,690
% Change	20.6%	-16.9%	-17.3%	-0.2%	7.2%	-8.5%	-3.6%	-3.5%	0.9%	-3.5%

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Pacific Region											
Alaska											
1986	8	4	152	26	35	44	225	43	152	18	707
1987	10	7	90	27	34	53	138	38	137	13	547
% Change	25.0%	75.0%	-40.8%	3.8%	-2.9%	20.5%	-38.7%	-11.6%	-9.9%	-27.8%	-22.6%
Hawaii											
1986	31	0	104	83	52	133	326	56	285	1	1,071
1987	20	0	83	80	47	108	370	62	221	6	997
% Change	-35.5%	0.0%	-20.2%	-3.6%	-9.6%	-18.8%	13.5%	10.7%	-22.5%	500.0%	-6.9%
Washington											
1986	110	14	999	429	167	561	1,353	270	1,209	164	5,276
1987	85	12	897	412	166	432	1,269	284	1,206	110	4,873
% Change	-22.7%	-14.3%	-10.2%	-4.0%	-0.6%	-23.0%	-6.2%	5.2%	-0.2%	-32.9%	-7.6%
Oregon											
1986	61	4	435	300	124	323	925	121	615	77	2,985
1987	45	4	315	275	84	238	706	119	553	46	2,385
% Change	-26.2%	0.0%	-27.6%	-8.3%	-32.3%	-26.3%	-23.7%	-1.7%	-10.1%	-40.3%	-20.1%
California											
1986	417	60	2,566	3,187	898	3,859	7,691	1,969	7,795	1,602	30,044
1987	399	48	2,805	3,183	912	3,666	8,110	2,019	7,777	1,890	30,809
% Change	-4.3%	-20.0%	9.3%	-0.1%	1.6%	-5.0%	5.4%	2.5%	-0.2%	18.0%	2.5%
Total Pacific											
1986	627	82	4,256	4,025	1,276	4,920	10,520	2,459	10,056	1,862	40,083
1987	559	71	4,190	3,977	1,243	4,497	10,593	2,522	9,894	2,065	39,611
% Change	-10.8%	-13.4%	-1.6%	-1.2%	-2.6%	-8.6%	0.7%	2.6%	-1.6%	10.9%	-1.2%
Total United States											
1986	3,818	1,739	33,079	20,309	8,496	26,749	72,509	17,146	59,424	9,823	253,092
1987	3,736	1,540	31,246	19,236	8,060	24,136	65,381	16,160	54,788	9,427	233,710
% Change	-2.1%	-11.4%	-5.5%	-5.3%	-5.1%	-9.8%	-9.8%	-5.8%	-7.8%	-4.0%	-7.7%

U.S. Business Starts—13 week moving average



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